

What Is Claimed Is:

1 *Sub* 1. An improved and automated method of
2 analyzing and comparing financial data, the method
3 comprised of:
4 *a2* gathering data from at least one field in at
5 least two different financial statements;
6 determining the applicability of a first
7 subroutine to the gathered data;
8 if applicable, applying the first subroutine
9 to the gathered data;
10 determining the applicability of a second
11 subroutine to the gathered data;
12 if applicable, applying the second subroutine
13 to the gathered data;
14 determining the applicability of a third
15 subroutine to the gathered data;
16 if applicable, applying the third subroutine
17 to the gathered data; and
18 reporting the results of the first subroutine,
19 the second subroutine, and the third subroutine to
20 identify underlying factors which cause changes in
21 revenue and cost.

1 2. The method defined in claim 1 wherein the
2 first subroutine is a volume variance subroutine, a mix
3 variance subroutine, a net revenue change variance
4 subroutine, a cost change variance subroutine, an
5 exchange variance subroutine or a one-time subroutine.

1 3. The method defined in claim 1 wherein the
2 second subroutine is a volume variance subroutine, a mix
3 variance subroutine, a net revenue change variance

5 exchange variance subroutine or a one-time variance
6 subroutine.

1 9. The method defined in claim 6 wherein the
2 fifth subroutine is a volume variance subroutine, a mix
3 variance subroutine, a net revenue change variance
4 subroutine, a cost change variance subroutine, an
5 exchange variance subroutine or a one-time variance
6 subroutine.

1 10. The method defined in claim 7 wherein the
2 sixth subroutine is a volume variance subroutine, a mix
3 variance subroutine, a net revenue change variance
4 subroutine, a cost change variance subroutine, an
5 exchange variance subroutine or a one-time variance
6 subroutine.

1 11. The method defined in claim 1 wherein the
2 first subroutine, the second subroutine, and the third
3 subroutine compare data from a first period with data
4 from a second period.

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1 *Sub A2* 12. An improved and automated method of
2 analyzing and comparing financial data, the method
3 comprised of:
4 gathering data from at least one field in at
5 least two different financial statements;
6 determining the applicability of a volume
7 variance subroutine to the gathered data;
8 if applicable, applying the volume variance
9 subroutine against the gathered data resulting in volume
10 variance data;

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11 determining the applicability of a mix
12 variance subroutine to the gathered data;
13 if applicable, applying the mix variance
14 subroutine against the gathered data resulting in mix
15 variance data;
16 determining the applicability of a net revenue
17 change variance subroutine to the gathered data;
18 if applicable, applying a net revenue change
19 variance subroutine against the gathered data resulting
20 in net revenue variance data;
21 determining the applicability of a cost change
22 variance subroutine to the gathered data;
23 if applicable, applying the cost change
24 variance subroutine against the gathered data resulting
25 in cost change variance data;
26 determining the applicability of an exchange
27 variance subroutine to the gathered data;
28 if applicable, applying the exchange variance
29 subroutine against the gathered data resulting in
30 exchange variance data;
31 determining the applicability of a one-time
32 variance subroutine to the gathered data;
33 if applicable, applying the one-time
34 subroutine against the gathered data resulting in one-
35 time variance data; and
36 reporting the volume variance data, the mix
37 variance data, the net revenue variance data, the cost
38 change variance data, the exchange variance data, and
39 the one-time variance data to identify the basis for
40 changes in profit, revenue, and costs.

1 13. The method defined in claim 12 wherein,
2 the volume variance subroutine is further comprised of:

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3 retrieving the aggregated extended revenue or
4 costs for products in a first period and in a second
5 period;

6 retrieving the total number of products sold
7 during the first period and the total number of products
8 sold during the second period;

9 deducting the number of products sold in the
10 first period from the number of products sold during the
11 second period;

12 calculating the average price or costs of the
13 product during the first period and the average price of
14 the product during the second period; and

15 multiplying the average price or cost during
16 the first period is by the difference in number of
17 products sold between the first period and the second
18 period resulting in a volume variance reflecting the
19 revenue and cost differences due to a change in product
20 volume.

1 14. The method defined in claim 12 wherein
2 the mix variance subroutine is further comprised of:

3 retrieving the total revenue generated from a
4 series of products for a first period and for a second
5 period;

6 retrieving the total volume of products sold
7 from the series of products for the first period and the
8 second period;

9 calculating the average price for the series
10 for the first period and for the second period;

11 calculating the percentage sold for each type
12 of product in the series for the first period and the
13 second period;

14 calculating the net change in percentage for
15 each type of product in a series by subtracting the
16 percentage of each type of product for the first period
17 from the percent of each type of product for the second
18 period;

19 multiplying the net change in the percentage
20 by the average price in the first period and by the
21 total volume from the second period resulting in a mix
22 variance, the mix variance being the differences due to
23 a change in mix among configurations within a product
24 line or a change in installation rate of options.

1 15. The method defined in claim 12 wherein
2 the mix variance subroutine is further comprised of:

3 retrieving the cost generated from a series of
4 products for a first period and for a second period;

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5         retrieving the total volume of products sold
6         from the series of products for the first period and the
7         second period;

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8         calculating the cost for the series for the
9         first period and for the second period;

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10         calculating the percentage sold for each type
11     of product in the series for the first period and the
12     second period;
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13 calculating the net change in percentage for
14 each type of product in a series by subtracting the
15 percentage of each type of product for the first period
16 from the percent of each type of product for the second
17 period;

18 multiplying the net change in the percentage
19 by the average price in the first period and by the
20 total volume from the second period resulting in a mix
21 variance, the mix variance being the differences due to

22 a change in mix among configurations within a product
23 line or a change in installation rate of options.

1 16. The method defined in claim 12 wherein
2 the net revenue subroutine is further comprised of:
3 retrieving revenue from the first period and
4 the second period with respect to each configuration and
5 option available in a particular series;
6 retrieving the volume sold for each
7 configuration in a series and each option purchased;
8 calculating the average price for each
9 configuration and option for the first period and the
10 second period;
11 calculating the change in the average price
12 for each configuration and each option;
13 multiplying the change in the average price
14 for each configuration by the volume for that particular
15 configuration in the second period to obtain a resulting
16 product for each configuration; and
17 summing up the resulting products for each
18 configuration and option to determine the net revenue
19 change variance.

1 *Sub a2* 17. The method defined in claim 11 wherein
2 the step of multiplying is further comprised of
3 multiplying the price for each option by the volume of
4 the options purchased.

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2 18. The method defined in claim 12 wherein
3 the volume factor variance subroutine is comprised of:
4 retrieving the change in material cost per
5 unit for the first period and for the second period;

gathering product volume data for at least one configuration for the first period and for the second period; and

multiplying the product volume of the second period by the cost change in the second period.

19. The method defined in claim 12 wherein the exchange variance subroutine is comprised of:

retrieving the revenue in the local currency amount and in the desired currency amount for the first period and the second period;

gathering the exchange rate between a local currency and a desired currency for the first period and for the second period;

calculating the difference between the revenue of the first period and the second period with respect to the local currency then with respect to the desired currency;

multiplying the exchange rate of the first period resulting in a preliminary variance amount;

deducting the preliminary variance amount from the previously determined difference between the first period and the second period under the desired currency.

20. The method defined in claim 12 wherein the exchange variance subroutine is comprised of:

retrieving the revenue in the local currency amount and in the desired currency amount for the first period and the second period;

gathering the exchange rate between a local currency and a desired currency for the first period and for the second period;

9 calculating the difference between the costs
10 of the first period and the second period with respect
11 to the local currency then with respect to the desired
12 currency;
13 multiplying the exchange rate of the first
14 period resulting in a preliminary variance amount;
15 deducting the preliminary variance amount from
16 the previously determined difference between the first
17 period and the second period under the desired currency.